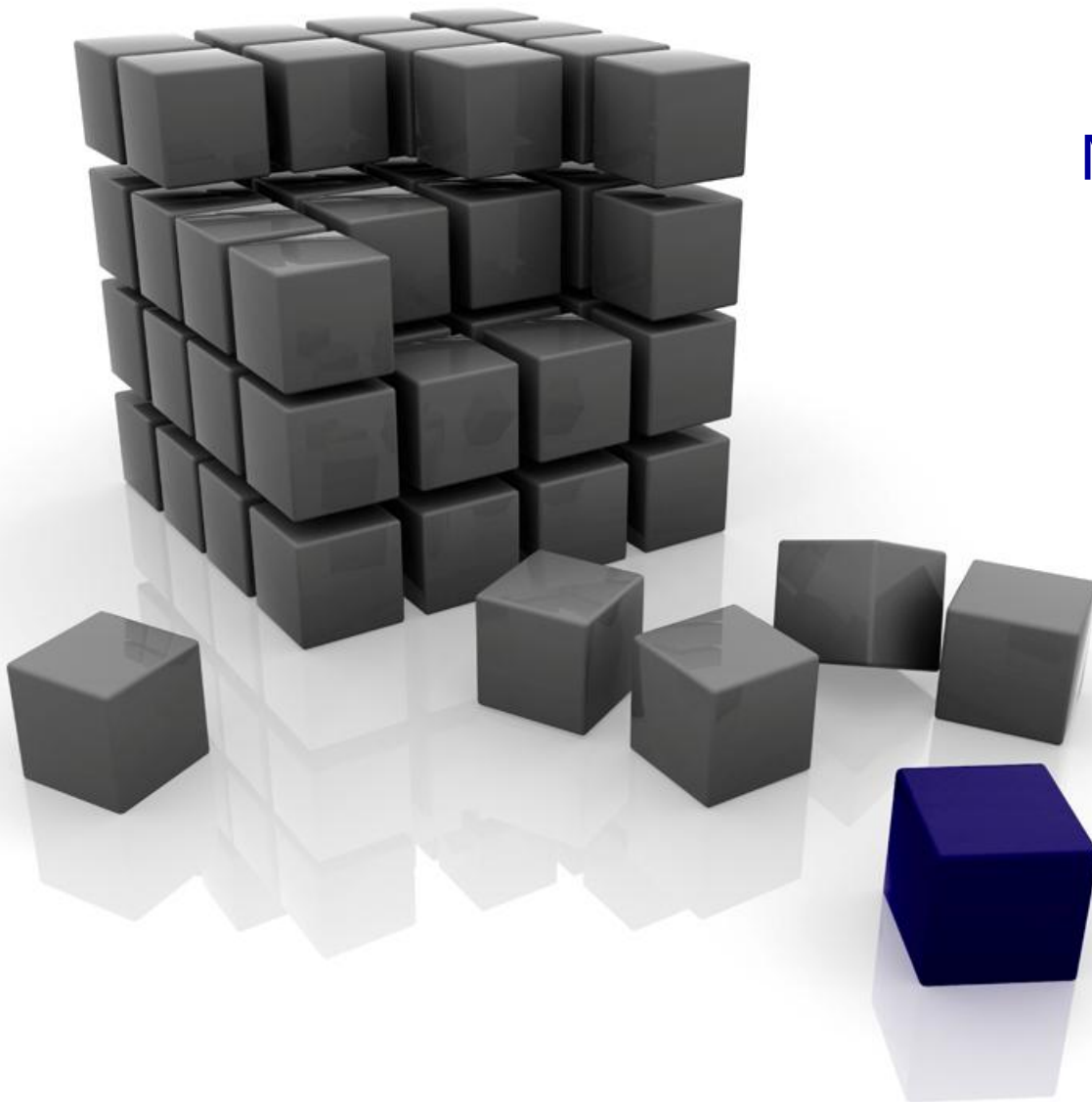


## Make Money From Climate Change

30<sup>th</sup> September 2009  
Anne Frost





## Background

- Established in 2001
- We specialise in the retail market sector
- Our products and services focus on reducing shrinkage, risk and margin erosion
- Working with many credible retail brands
- Established and trusted brand recognition
- Forward thinking business that develops partnerships and products with our clients



## Our Customers





## Proposition

- We are the UK's leading retail loss prevention specialists;
  - ü Retail Loss Prevention IT Solutions - *off the shelf and bespoke*
  - ü Shrinkage Training – *off the shelf and bespoke*
  - ü Independent Consulting – *beyond LP and retail sector*
- We are experts in loss prevention strategy development, staff engagement and in developing systems that effectively measure and manage shrinkage and risk
- All of our products add value and can demonstrate a return on investment
- The business is comprised of former retailers who are experts in fraud, risk and loss prevention



## The evolution of security departments

- Security – loss prevention – profit protection
- External crime through to risk
- ORIS's 'green' offer
- Margin erosion to carbon footprint



## Why bother with carbon footprinting in your business?

- Legislation (and other incentives) forcing larger companies to reduce their energy consumption
  - Carbon Reduction Commitment
  - Climate Change Agreements
- Savings made by reduced energy costs
  - \*Boots carbon reduction is estimated to save £1million-£2 million in costs
  - Tesco's have committed to 50% reduction in energy use from 2000 costs by 2010
- \*Consumer demand:
  - 73% of UK consumers claim they are aware of environmental problems but not solutions
  - 79% do not believe that business is doing enough to help consumers make informed choices about the carbon content of the products they buy
  - ~60% say claims by manufacturers and retailers are not credible
  - ~70% would value an independent assessment of a company's low carbon claims
  - new demand for more and better information on the carbon content of the goods and services they buy, based on robust underlying methods.

When it comes to carbon footprint reduction, we're already thinking outside the box.





## Challenges & Opportunities

### Challenges

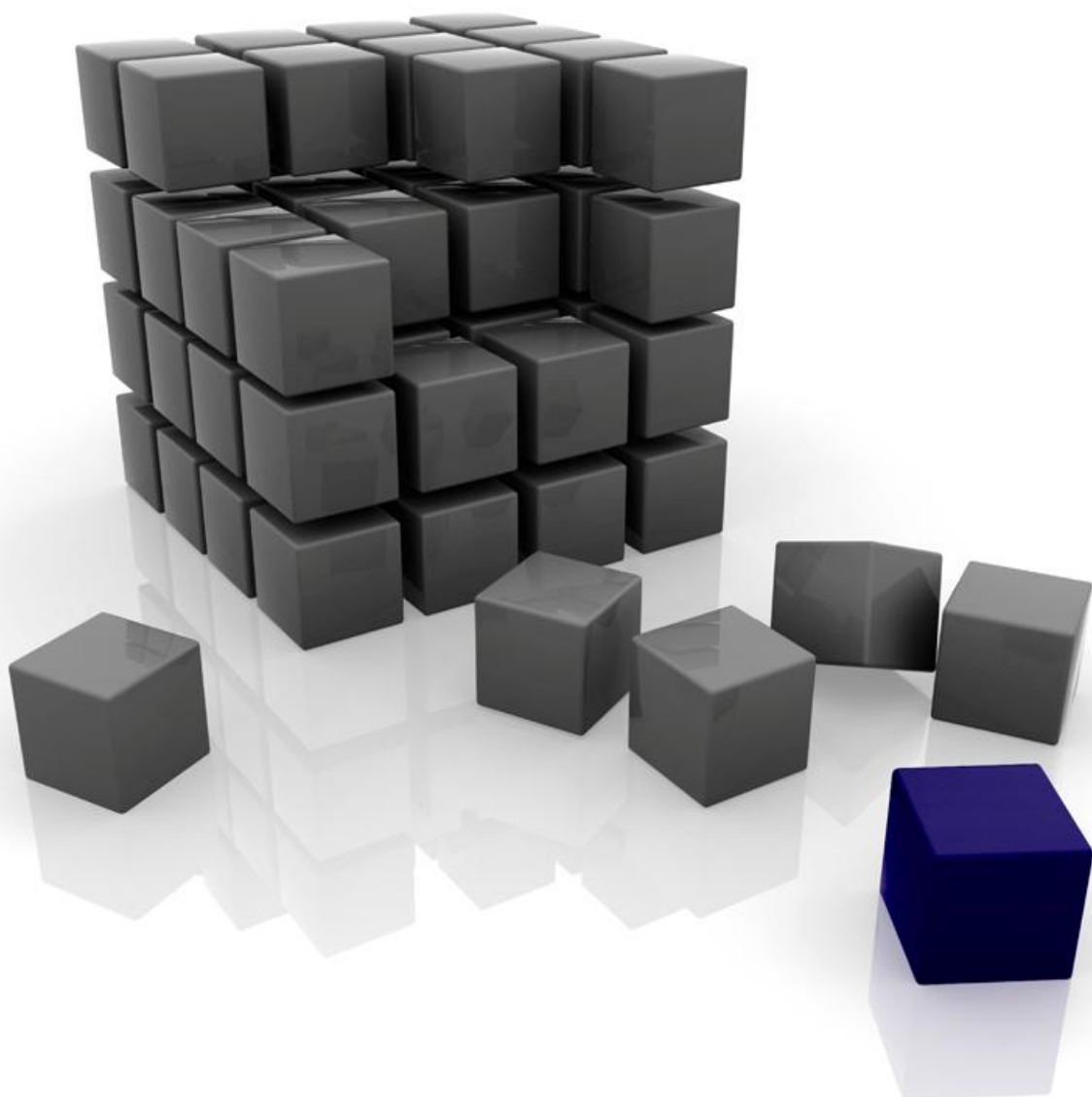
- Not on the Profit Protection agenda
- Our existing customers
- Climate change disbelievers

### Opportunities

- Cost savings for retailers
- New customers
- Further sets ORIS apart from our competitors



ORIS  
*g r o u p*



Thank you